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Developer



Quenta
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AHMED MOSAAD

How to succeed on Upwork

1. Before you start.
2. Your Upwork Profile
3. Searching and applying for jobs.
4. Raising your hourly rate.
5. Getting more clients.

Before you start on Upwork

1. Google is your hoomie.
2. Be a problem solver.
3. Choose a category you love.
4. Niche down.
5. Create a professional Gmail /domain email and Skype.

Your Upwork Profile

1. freelancetraveling.com/upwork-profile
2. Become a Rising Talent.
3. Job Success Score.
4. Become Top Rated.

Searching for jobs

1. don't use the filters.
2. Use a single keyword.
3. Don't get tricked by the budget.
4. Skip low rate client's jobs.

You know more than clients

1. The required level of experience.
2. Client's hiring rate.
3. Average price on a similar jobs.
4. Read the job description.

Do your homework

1. Job description.
2. Attachment (if available).
3. Dig in his work history.
4. Google his/company's name.
5. Time in his country.

Sending the proposal

"the only goal for your proposal is to grab the client's attention."

1. Do Not ever use a "canned" proposal.
2. Start with the question not the cover letter.
3. Use his/her name.
4. Discuss his job description.
5. Start with a review from similar job.
6. Start with an actual complement, not a fake one..

- 7.** Compare with similar project's prices.
- 8.** Insert a direct link in your proposal, don't attach it.
- 9.** Be creative and use a different approaches..
- 10.** Don't push too hard asking too many questions.
- 11.** Make short sentences (2-3 lines).
- 12.** Make clear that you're available on Upwork/Skype.

1. Check how many freelancers he's interviewing.
2. Flip the table, interview him.
3. Ask your questions together, shorten them as possible.
4. Make sure that you have all the requirements from him.
5. Skype voice/video call is better.

1. When he sends an offer, read it carefully.
2. When you accept, send a nice message thanking him.
3. Keep him updated.
4. Be his friend, make jokes ..etc.
5. Don't submit work to the upwork system.

6. Make sure he doesn't need anything else.
7. Offer an add-on work.
8. Give him more than he asked.
9. Ask for a good review.
10. Give him a good review saying some nice things.

1. Niche Down.
2. Put the right keywords in your profile.
3. Rising talent or good job success score.
4. Related work in your profile.
5. Outside traffic.

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Raise your rate

1. When you're working too much (busy).
2. Hourly instead of fixed.
3. Just Do It.



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Thank YOU